

**Firm Fixed Price Proposal for a Subscription-Based**  
**SST SecureCampus™ Gunfire Location, Alert and Analysis Service**

**Proposal ID: UCD02162016FF**

**Prepared on May 31, 2016**

**for: University of California, Berkeley**



**Berkeley**  
UNIVERSITY OF CALIFORNIA

**Submitted by:**

**Damaune Journey - Vice President**

**Corporate Headquarters**  
7979 Gateway Blvd, Suite 210  
Newark, CA 94560  
[www.shotsSpotter.com](http://www.shotsSpotter.com)

## Scope of Services

The purpose of this proposal is to provide pricing and corresponding terms for the procurement of SST SecureCampus™ gunfire detection, monitoring and alert services:

**University of California, Berkeley  
1 Sproul Hall  
Berkeley, CA 94720**

**Outdoor gunshot detection coverage will be provided at the following locations at the campus totaling approximately 1.5 square miles:**

**(1) UC Berkeley – Main Campus** **1.5 square miles**

The designated outdoor coverage areas are specified in the Budgetary Quote ID: UCB11052015BQ.

- Qualified reviewed alerts for gunfire
- Incident types (e.g., fireworks) that do not explicitly generate alerts will be logged and retained in the system's database, and as such will be available for reporting, analysis, and mining. In addition, the basic reports provided with the system will summarize gunfire activity.
- Coverage area; footprint determined by customer requirement but not to exceed 1.5 square miles
- Sensor type(s) determined by SST or certified installer.
- Services include SST hosted, secured, monitored and maintained infrastructure (server farm, storage, sensor networks)
- Allocation of Alert Consoles is configurable at the discretion of the customer.
- Accessible and searchable alert history for two (2) years
- Standard customer support with Detailed Forensic Reports
- SST responsible for all installation and maintaining sensors
- SST not responsible for indoor wiring installation, materials, or labor (if applicable).
- All hardware supplied by SST remains property of SST.

Where possible, the system's acoustic sensors will be mounted on poles. Where approved poles are not available, or not an option, lamp poles or other suitable mounting locations will be considered provided they meet SST standards. All sites require 24-hour by 365 day 100 to 240VAC, 50/60Hz power sources. Non-standard equipment required for system installation may require an additional fee and if so will be quoted accordingly. Should mounting locations be unavailable or should there be no sensor communications available at a site, SST will work with the customer to adjust the coverage area accordingly.

SST will be responsible for following all local, state and federal regulations, codes, rules and laws as it relates to the installation of the SST SecureCampus™ service.

### **Alert Notifications (Law Enforcement)**

In the event gunfire at the campus is detected and predetermined campus personnel are notified of the incident through the SecureCampus platform, a parallel alert notification may be made available to designated personnel of a mutual aid law enforcement agency, at the request of the customer.

**INTENTIONALLY LEFT BLANK**

The following table lists the combined responsibilities of SST and its customer with respect to the acquisition, installation, training, and ongoing use of a SST SecureCampus™ system:

DELIVERABLES, ROLES, & RESPONSIBILITIES	SST	Customer
Execute contract	✓	✓
Conduct Site Survey for Acoustic and sensor communications feasibility for each sensor location proposed emplacement. Site surveys will follow contract execution; the site survey will determine the ultimate coverage area footprint and area exclusions. Actual coverage areas may vary from cursory and pre-sales discussions due to challenges that include: physical obstructions, radio or cellular reliability, availability and permissions at suitable mounting location.	✓	
Provide sensor mounting assets. Where possible, the system's acoustic sensors will be mounted on poles away from sources of loud noises. Where approved poles are not available, or not an option, lamp poles or other suitable mounting locations will be considered provided they meet SST standards. If necessary, the customer or integrator may have to acquire and install poles at their own expense. All sites require 24-hour by 365 day 100 to 240VAC, 50/60Hz power sources		✓
Responsible for all power costs for sensors		✓
Responsibility for all initial and re-occurring communication costs required to operate all SST Acoustic sensors.	✓	
Provisioning of hosted services and corresponding access for admin, Alerts, additional and optional role-based support packages (if applicable)	✓	
Provide secure storage of customer data (minimum of 2 years online)	✓	
Monitoring of systems for customer support and "hands off" software upgrades	✓	
Run the SST System Profiler (a web-based analyzer) to verify system configuration and network access required for each computer (PC or MDC) which will access the SST SecureCampus system.		✓
Provision network access required to meet SST minimum specifications and requirements (ref "Host and Services Required to Use SST SecureCampus Clients" SST FED-72-01) for all computers (PC and MDC) which will access the SST SecureCampus Service.	✓	IT assistance
Install Alert Consoles on allocated workstations	✓	IT assistance

DELIVERABLES, ROLES, & RESPONSIBILITIES	SST	Customer
Configure data communications between the Alert Console workstation(s) and the hosted server.	✓	IT assistance
Provide GIS Data: Parcels, Addresses, Boundaries and clearly identify the coverage area(s) and reporting areas	✓	✓
Install necessary SST assets (i.e., sensors)	✓	
Integrate with complementary systems (e.g., video surveillance) if purchased	N/A	
System calibration, and operational validation	✓	✓
End-user training (including admin training)	✓	assure stakeholder participation
Ongoing Reviewed Alerts and customer support	✓	
Installation of indoor wiring, materials, and associated labor to support the connectivity of indoor detection sensors	N/A	

Customer/Integrator must provide poles or other mounting locations for sensors. All mounting assets require a 24-hour by 365 day 100 to 240VAC, 50/60Hz power source. Customer may provide wired network backhaul from all sensors where cellular coverage and/or reliability are not adequate or available.

**INTENTIONALLY LEFT BLANK**

## Pricing, Terms, Conditions

The pricing provided is a **firm fixed price** quote, remains valid for thirty (30) days from the date prepared (listed on the cover page).

The price as listed herein does not include any state or local sales taxes. Customer is responsible for notifying SST if the price needs to be adjusted for sales taxes. Pricing assumes all locations contracted and installed at one time.

### Outdoor Gunshot Detection Services – Year 1:

Installation, Set-up & Service – Standard Price – Annual Renewal	\$88,000
Installation, Set-up & Service – Discount Option 1: 3-year Contract	\$85,000
Installation, Set-up & Service – Discount Option 2: 5-year Contract	\$80,000

### Outdoor Gunshot Detection Services – Annual Subscription Fee\*

System Maintenance & Service – Standard Price – Annual Renewal	\$48,000
System Maintenance & Service – Discount Option 1: 3-year Contract	\$45,000
System Maintenance & Service – Discount Option 2: 5-year Contract	\$40,000

\*Annual Subscription Fee is applied annually starting Year 2. Annual subscription fee is only valid for term of contract. Prices may change thereafter.

\*Must be agreed to as part of initial contract. Cannot be added after initial contract is executed. No pre-payment requirement.

### Select Pricing Option:

- Standard Price – Annual Renewal
- Discount Option 1: 3-Year Contract
- Discount Option 2: 5-Year Contract

## Payment Terms

Payments for the service start up shall be as follows.

- 50% due no later than 30 days after execution of agreement
- 50% due upon SST SecureCampus™ "live" status

**Annual Subscription Fee due on anniversary date of "live" status.**

## Accompanying Exhibits

An exhibit specifying the item listed below is incorporated herein by reference and constitutes an integral part of this proposal. Unless specifically so-stated above, should there be any question of precedence between the exhibit and this proposal, then the exhibit, a single consolidated document shall be superior to the proposal itself. Items addressed within the consolidated document are:

SST SecureCampus Service Agreement

**IN WITNESS THEREOF**, the parties have caused this Agreement to be executed by their duly authorized representatives on the date(s) shown below.

SST, INC.

University of California, Berkeley

Bv:

Austin

By: Spafin U (Authorized signature)

Name: \_\_\_\_\_

Name: Jennifer Ivy

**Title:**

Sonya Stridler

Section 10.1

Date: \_\_\_\_\_

6/10/16

Date: June 15, 2016

Doc #: 5873  
ShotSpotter, Inc. 2017